

Business Development Manager at Scope Markets

[Apply Now](#)

Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

```
(adsbygoogle = window.adsbygoogle || []).push({});
```

Scope Markets is a regulated entity offering institutional trading solutions to businesses and retail trading to clients worldwide.

Overall Purpose of Role:

Executing the Business Development strategy, by maintaining and developing new and existing key relationships with partners, as well as motivating direct reports to achieve their goals.

Drive sustainable financial growth through boosting sales via indirect marketing channels and forging strong relationships with partners of the company.

Meeting individual and team monthly goals and targets set by company.

Responsibilities:

Provide professional guidance to new and existing partners/clients.

Develop the indirect business for the company, based on targets set by Senior Management.

Source, acquire and maintain IB relationships for the company.

Making suggestions and priorities to improve IB value proposition, whilst taking responsibility where possible to implement necessary changes for improvement.

Identifying new potential partners via channels such as LinkedIn, as well as the existing client

base.

Negotiating and renegotiating terms with existing IBs/Affiliates, to ensure maximum output whilst remaining competitive in the space.

Arrange meetings, directly or remotely with new or existing relationships.

Travelling to locations where necessary, such as IB events and expos.

Provide basic troubleshooting and support for any issues experienced by partners as first point of call, whilst understanding relevant escalation channels where necessary.

Encouraging direct reports, actively offering support where required.

Ensure CRO is aware of any roadblocks or opportunities faced by the team. Act proactively to provide solutions.

Stay informed about the financial markets to spot trends, look for new opportunities and establish credibility with our Partners by understanding their requirements.

Work within CRM guideline to log and organise personal and direct reports' IB pipeline.

Provide weekly update to CRO with regards to personal and team sales pipeline and progress.

Follow business expense protocol for any out of office events such as seminars or other client meetings.

Requirements

Skills and Competencies:

Excellent Interpersonal and leadership skills.

Ability to problem solve quickly.

Ability to cultivate meaningful relationships and work effectively with cross-functional teams while remaining decisive and displaying sound judgment.

Maintain professionalism with all internal and external communication.

Proficient in MS Office (Word, Excel, PowerPoint, Outlook).

Educational / Experience Requirements:

Minimum of 5 years retail and/or institutional sales experience within financial markets.

Excellent English oral communication skills are mandatory.

Personal Specification:

Educational skills and techniques.

Team player.

Self-motivated.

Adapting in different cultures of people with different personalities.

[Apply Now](#)

Cross References and Citations:

1. [Business Development Manager at Scope Markets Jobs Kenya ↗](#)
 2. [Business Development Manager at Scope Markets Jobs Kenya ↗](#)
 3. [Business Development Manager at Scope Markets Jobs Kenya ↗](#)
 4. [Business Development Manager at Scope Markets Jobs Kenya ↗](#)
 5. [Business Development Manager at Scope Markets Jobs Kenya ↗](#)
 6. [Business Development Manager at Scope Markets search Kenya ↗](#)
 7. [Business Development Manager at Scope Markets job finder Kenya ↗](#)
1. [Business Development Manager at Scope Markets jobs ↗](#)
 2. [Business Development Manager at Scope Markets jobs ↗](#)
 3. [Business Development Manager at Scope Markets jobs ↗](#)

Source <https://ke.expertini.com/jobs/job/business-development-manager-at-scope-markets-kenya-jobwebkenya-bd1f3be331/>

